

Message Text

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PAGE 01 NEW DE 10144 311236Z

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ACTION COME-00

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TO SECSTATE WASHDC 2992

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

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UNCLAS NEW DELHI 10144

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: POSSIBLE BUSINESS OPPORTUNITY--CRUDE OIL LINE PIPE

1. IN 1973, THE GOI ENTERED INTO AN AGREEMENT WITH THE USSR FOR THE CONSTRUCTION OF A 43.5 MILLION-BARREL (ANNUAL INSTALLED CAPACITY), IMPORTED CRUDE, INLAND, OIL REFINERY TO BE CONSTRUCTED AT MATHURA, UTTAR PRADESH (ABOUT 80 MILES SOUTHEAST OF NEW DELHI). CURRENT PLANS CALL FOR THE FIRST PHASE OF THE OVERALL UNIT TO BE ON STREAM BY THE END OF 1978. THIS WILL INCLUDE COMPLETION OF A 760-MILE PIPELINE FROM SALAVA IN THE GULF OF KUTCH TO MATHURA AND A 103-MILE BRANCH LINE TO THE PUBLIC SECTOR KOYALI REFINERY IN GUJARAT. INDICATIONS ARE THAT THE GOVERNMENT OF INDIA WILL BE REQUIRED TO PURCHASE FROM OUTSIDE SOURCES SIGNIFICANT QUANTITIES OF THE PIPE TO BE USED IN THE CONSTRUCTION OF THESE LINES.

2. WE HAVE RECEIVED A PRELIMINARY INQUIRY FROM A WELL-CONNECTED INDIAN ENTREPRENEUR REQUESTING INFORMATION ON WHETHER AMERICAN MANUFACTURERS OF STEEL PIPE ARE IN A POSITION TO BID ON THE SALE OF 224 MILES (1.18 MILLION LINEAR FEET), OR ANY PORTION THEREOF, OF 30-INCH DIAMETER, 0.281-INCH WALL THICKNESS, NEW STEEL PIPE IF TENDERS OR SELECTIVE NEGOTIATIONS ARE OFFERED BY THE GOVERNMENT OF INDIA SOON. WE UNDERSTAND THAT DELIVERIES WILL BE PERMITTED OVER A TWO-YEAR PERIOD BEGINNING ABOUT THE END OF CALENDAR YEAR 1975.

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PAGE 02 NEW DE 10144 311236Z

3. WHILE THE ABOVE INFORMATION IS PRESENTED IN THE NATURE OF

AN EARLY WARNING OF A POSSIBLE BUSINESS OPPORTUNITY, IT IS NOT
TO BE CONSTRUED AS HAVING OFFICIALLY ORIGINATED FROM THE GOI.
THE GOVERNMENT IS KNOWN TO BE FORMULATING PRELIMINARY PLANS FOR
THIS PROJECT, HOWEVER, AND MAY BE EXPECTED TO INITIATE DELIBERATIONS
FOR PURCHASE CONTRACTS WITHIN
THE NEXT FEW MONTHS. THE DEPARTMENTS OF STATE AND COMMERCE MAY
THEREFORE WISH TO CANVAS APPROPRIATE US MANUFACTURERS TO
ASCERTAIN THEIR INTEREST IN BIDDING ON A CONTRACT OF THIS MAGNITUDE
SHOULD THE OPPORTUNITY ARISE. PLEASE ADVISE FIRMS CONTACTED AND
THE DEGREE OF INTEREST DISPLAYED.MOYNIHAN

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